

# PROJECT TRAVELER OVERVIEW

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# RECRUITMENT OF INDUSTRY

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MICHELLE JORDAN

DIRECTOR OF ECONOMIC DEVELOPMENT



# RECRUITMENT OF INDUSTRY

THE CITY OF HUNTSVILLE HAS A TREMENDOUS  
TRACK RECORD IN RECRUITING HIGH-TECH  
INDUSTRY IN RESEARCH/DEVELOPMENT AND  
MANUFACTURING WITHIN THE SECTORS OF:

SPACE/MISSILE DEFENSE

BIO-MEDICAL

AUTOMOTIVE

OEM COMPONENTS

IN RECENT YEARS, THE CITY HAS HAD A FOCUS  
ON FURTHER DIVERSIFYING OUR JOB MARKET  
WITH AN INCREASE IN THE  
ADVANCED MANUFACTURING SECTOR.



# RECRUITMENT OF INDUSTRY

OUR AREA IS QUICKLY BECOMING A HUB FOR  
MANUFACTURING WITH COMPANIES LIKE:

TOYOTA

NAVISTAR

RAYTHEON

BOEING

SESI

YULISTA

ENDO

SANMINA-SCI

LG

TELEDYNE BROWN

NORTHROP

ADTRAN

AND MANY OTHERS.....

REMINGTON OUTDOOR COMPANY, INC. ALIGNS  
VERY WELL WITH OUR ECONOMIC DEVELOPMENT  
MISSION IN INCREASING THE MANUFACTURING  
SECTOR OF OUR ECONOMY.

# PROJECT TRAVELER OVERVIEW

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SHANE DAVIS

DIRECTOR OF URBAN DEVELOPMENT



# PROJECT TRAVELER OVERVIEW

THE CITY OF HUNTSVILLE, ALONG WITH THE CHAMBER OF COMMERCE, THE NORTH ALABAMA INDUSTRIAL DEVELOPMENT ASSOCIATION (NAIDA), AND THE STATE OF ALABAMA BEGAN CONTENDING FOR PROJECT TRAVELER IN JULY OF 2013.

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WITH THE ASSISTANCE OF M.R. PRESS CONSULTING, THE PROJECT RFP PROCESS EVALUATED OVER 24 STATES AND NUMEROUS CITIES TO DETERMINE THE BEST EXPANSION LOCATION FOR REMINGTON OUTDOOR COMPANY.

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# PROJECT TRAVELER OVERVIEW

OUR TEAM DETERMINED THE BEST OPPORTUNITY IN CONTENDING FOR PROJECT TRAVELER WAS TO SUBMIT A PROPOSAL BASED ON LOCATING THE PROJECT AT 100 ELECTRONICS BLVD. IN THE JETPLEX INDUSTRIAL PARK.



## Facility Overview

145 Acre Campus

Multi-Building Campus

843,715 Total Sq. Ft.

Located in Foreign Trade Zone

Excellent Access to:

Interstate 565

International Intermodal Center

Huntsville International Airport



# PROJECT TRAVELER OVERVIEW

THE PROJECT CONSISTS OF A PHASE-IN PLAN OF  
MANUFACTURING, RESEARCH AND DEVELOPMENT,  
WAREHOUSING AND ASSOCIATED SUPPORT EMPLOYMENT  
INTO A 900,00 SQ. FT. MULTI-BUILDING CAMPUS  
ENVIRONMENT IN THE JETPLEX INDUSTRIAL PARK.



# PROJECT TRAVELER OVERVIEW

## PROJECT LOCATION:

100 ELECTRONICS BLVD  
(FORMER CHRYSLER FACILITY)

## FULL-TIME EMPLOYMENT CREATED FROM PROJECT:

UP TO 2,000 POSITIONS  
1868 GUARANTEED

## CAPITAL INVESTMENT BY REMINGTON:

\$110,900,000

## AVG. HOURLY WAGE:

\$20.19 (EXCLUSIVE OF BENEFITS)

# PROJECT TRAVELER OVERVIEW

**FULL TIME EMPLOYMENT CREATED:**

ANNUAL AVERAGE SALARY: \$42,000

	Project Year 1	Project Year 2	Project Year 3	Project Year 4	Project Year 5	Project Year 6	Project Year 7	Project Year 8	Project Year 9	Project Year 10	Project Year 11
Cumulative Full-Time Employees at the Facility	0	280	680	1,018	1,258	1,498	1,698	1,868	1,868	1,868	1,868

**NOTE:** CAPITAL INVESTMENTS IN FACILITY IMPROVEMENTS, EQUIPMENT INSTALLATION & SETUP, AND WORKFORCE DEVELOPMENT/TRAINING WILL OCCUR BY REMINGTON OUTDOOR COMPANY, INC.



# PROJECT TRAVELER OVERVIEW

## OVERALL LOCAL INCENTIVE COMMITMENTS:

CITY OF HUNTSVILLE:	\$ 9,500,000
MADISON COUNTY:	\$ 3,000,000
INDUSTRIAL DEVELOPMENT BOARD:	\$ 2,000,000*
TOTAL:	\$14,500,000

\* INDUSTRIAL DEVELOPMENT BOARD OF HUNTSVILLE COMMITMENT IS THRU PARTNERSHIPS WITH: MORGAN COUNTY, LIMESTONE COUNTY, CITY OF ATHENS, AND LIMESTONE ECONOMIC DEVELOPMENT ASSOCIATION.



# COMPANY OVERVIEW

## **REMINGTON OUTDOOR COMPANY, INC.**

WAS FOUNDED IN 1816 IN NEW YORK,  
AS E. REMINGTON AND SONS.

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THE COMPANY IS A LEADER IN DESIGNING, PRODUCING, AND  
SELLING SPORTING GOODS PRODUCTS FOR THE HUNTING AND  
SHOOTING SPORTS MARKETS, AS WELL AS  
MILITARY, GOVERNMENT AND LAW ENFORCEMENT MARKETS.

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## **REMINGTON OUTDOOR COMPANY, INC.**

IS THE LARGEST U.S. PRODUCER OF SHOTGUNS AND RIFLES  
FOR SPORTING, LAW ENFORCEMENT, AND MILITARY USE.

*Remington*®



# COMPANY OVERVIEW

## REMINGTON OUTDOOR COMPANY, INC.

IS THE OLDEST COMPANY IN THE UNITED STATES WHICH STILL  
MAKES ITS ORIGINAL PRODUCT

AND

THE OLDEST CONTINUOUSLY OPERATING MANUFACTURER  
IN NORTH AMERICA.

ITS PRODUCTS ARE DISTRIBUTED IN OVER 60 FOREIGN  
COUNTRIES & ANNUAL REVENUES EXCEEDING \$1.0 BILLION.

*Remington®*

# DEVELOPMENT AGREEMENT MECHANICS

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ROD KANTER

BABC, LLP

PETER JOFFRION

CITY ATTORNEY



# PROJECT AGREEMENT MECHANICS

LOCAL INCENTIVES ARE PROVIDED UNDER A TWO (2) PHASE SCHEDULE. ALL INCENTIVES ARE TIED TO A COMMITMENT BY THE COMPANY OF PROVIDING: CERTAIN CAPITAL & FULL-TIME EMPLOYMENT INVESTMENTS

## PHASE I LOCAL COMMITMENT

100 ELECTRONICS BLVD:	\$10,500,000
CAPITAL UPGRADES FOR FACILITY:	\$ 2,000,000

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<b>TOTAL INCENTIVES:</b>	<b>\$12,500,000</b>
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# LOCAL COMMITMENT PROTECTION

THE PROJECT DEVELOPMENT AGREEMENT  
CONTAINS PROVISIONS WITHIN TO SECURE THE  
FULL AND TIMELY PERFORMANCE BY  
REMINGTON OUTDOOR COMPANY, INC.

IN REGARDS OF:

CAPITAL INVESTMENT AND JOBS COMMITMENT.

THE CITY WILL RECEIVE A FORECLOSABLE  
MORTGAGE ON THE PROPERTY AND THE FACILITY  
TO SECURE ANY PAYMENTS DUE TO THE CITY.



# RECAPTURE OF LOCAL COMMITMENT

FOR EACH PROJECT YEAR (FROM PROJECT YEAR 2 THROUGH PROJECT YEAR 11), REMINGTON WILL OWE A PAYMENT OF UP TO \$1,250,000 IF IT FAILS TO MEET ITS HIRING AND MINIMUM FTE AND MINIMUM AVERAGE HOURLY WAGE LEVELS.

- IF REMINGTON SATISFIES ITS HIRING AND WAGE COMMITMENTS FOR A PROJECT YEAR NOTHING IS OWED.
- IF REMINGTON FALLS SHORT OF EITHER ITS HIRING COMMITMENT OR MINIMUM AVERAGE HOURLY WAGE COMMITMENT FOR A PROJECT YEAR, A PRO RATA AMOUNT OF THE \$1,250,000 IS OWED TO THE CITY.

OTHER APPROPRIATE FEATURES ARE INCLUDED THAT FURTHER PROTECT PUBLIC'S LONG-TERM INTERESTS RESPECTING THE PROJECT.

# PROJECT AGREEMENT MECHANICS

## PHASE II – LOCAL COMMITMENT

A PHASE II COMMITMENT WILL BE PROVIDED  
TO THE COMPANY UPON REACHING  
FULL-TIME EMPLOYMENT MILESTONES.

**MILESTONE CAPITAL FUNDING:** **\$ 2,000,000**

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### MILESTONE CAPITAL FUNDING LAYOUT

UPON 250 FTE'S HIRED - [ EST. 2 <sup>ND</sup> ] :	\$ 500,000
UPON 500 FTE'S HIRED - [ EST. 3 <sup>RD</sup> ] :	\$ 500,000
UPON 750 FTE'S HIRED - [ EST. 4 <sup>TH</sup> ] :	\$ 500,000
UPON 1,000 FTE'S HIRED - [ EST. 4 <sup>TH</sup> ] :	\$ 500,000



# HUNTSVILLE COMMITMENT

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RANDY TAYLOR

DIRECTOR OF FINANCE

# HUNTSVILLE COMMITMENT

THE CITY OF HUNTSVILLE WILL PROVIDE A  
COMMITMENT OF \$9.5 MILLION FOR THE  
ACQUISITION OF 100 ELECTRONICS BLVD.

THE FUNDING FOR THE CITY'S COMMITMENT  
WILL BE PROVIDED THRU THE  
CAPITAL IMPROVEMENT PROGRAM FUND.



# RETURN ON COMMUNITY INVESTMENT

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CHIP CHERRY

HUNTSVILLE/MADISON COUNTY CHAMBER OF COMMERCE

# PROJECT TRAVELER ECONOMIC IMPACT

## CAPITAL INVESTMENT BY REMINGTON:

\$110,900,000

## ESTIMATED ANNUAL PAYROLL:

\$105,000,000

## ESTIMATED IMPACT TO STATE/LOCAL TAX BASE:

(ANNUALLY)

PROPERTY TAXES:	\$ 9,478,000
SALES TAXES:	\$ 24,360,000
INCOME TAXES:	\$ 11,733,000
OTHER TAXES:	\$ 5,235,000
<b>TOTAL ANNUAL IMPACT:</b>	<b>\$ 50,806,000</b>



# REGIONAL AND STATE PARTNERS

THE SUCCESS OF PROJECT TRAVELER COULD NOT HAVE BEEN  
POSSIBLE WITHOUT THE COMMITMENT OF OUR  
REGIONAL AND STATE PARTNERS:



HUNTSVILLE  
*The Star of Alabama*



*Remington®*



# CLOSING COMMENTS

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MAYOR TOMMY BATTLE



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H U N T S V I L L E , A L A B A M A